

RJ REYNOLDS

TOBACCO COMPANY

August 21, 1997

RJR Account #315288
 Mr. J. Mitiguy
 DOWLING, INC.

SEPTEMBER WINSTON B2GF CAP / PROMOTION #700927

Dear John:

WINSTON regular product has been ordered (see quantities listed below), as well as 73 skus of B2GF Cap Sleeves / Displays (Item #529301) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

UPC Code	WINSTON Brand Style	Case Size	#/ Cases
12300-11112	Light	12M	1
12300-11908	Light Box	6M	2
12300-11012	Full Flavor	12M	2
12300-11212	Full Flavor Box	12M	1

Product PO # ~~9153~~ 923A; Displays PO # ~~9153~~ 7240-0858

Product / Premium Arrival:

September 15, 1997

Ship Date to Retail:

Week of: September 23, 1997

SKU CUBE:

2.5480

SKU WT (w/o Product):

8.2000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Full Price Cartons

EFT \$ Amount:

\$3,545.86

Non-EFT \$ Amount:

N/A

Rich -
 Copy of letter
 mailed 8/22/97
 To you.

S. R. MacLeod
 Region Operations Mgr

180 Lawrence Bell Drive
 Suite #108

Winnamaville, NY 14224

(716) 634-8232

Fax (716) 634-3145

Rich -
 Same PO # as

Camel
 B262f.
 Judy
 8/28/97

51845 8013

09/23/97

ACCOUNT NUMBER: 315288	DOWLINGS INC.
VOUCHER NUMBER: 15371179	92 CATAMOUNT DR.
DATE WRITTEN: 09/23/97	BOX#1002
STATUS: PAID	MILTON , VT 5468
AMOUNT PAID: 136.36	SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	4.87	136.36

EXPLANATION: OCTOBER: WINSTON B2GF CAP #700927/RICH TANCHYK

51845 8014